

Message Text

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ACTION NEA-10

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TO USDOC WASHDC

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AMCONSUL DHAHRAN

UNCLAS JIDDA 0244

E.O. 11652: N/A

TAGS: BEXP, ETRD, SA, US

SUBJECT: BUILDING MATERIALS AND CONSTRUCTION EQUIPMENT TRADE FAIR

REF USDOC 00161 75 JIDDA 3949

1. THIS MESSAGE IS IN REPLY TO PARA (1), USDOC 00161,
AND QUESTIONS RAISED DURING MCCAULEY/DANIELS, EBLAN TELCON
OF JANUARY 6, 1976.

2. AIR SUPPORTED STRUCTURE:

IRVIN INDUSTRIES, IN.
555 SOUTH BROADWAY
LEXINGTON, KENTUCKY 40508
TELEPHONE (606) 254-6406
TELEX 218 425

3. FOLLOWING INFO REGARDING IRVIN AIR-SUPPORTED STRUCTURE
HAS BEEN DEVELOPED SUBSEQUENT TO TELCON OF JANUARY 6:

A. THREE IRVIN STRUCTURES ARE SCHEDULED TO ARRIVE
JIDDA ON JANUARY 20, 1976 ACCORDING TO RIYADH AGENT,
MARWAN BARQ. EACH STRUCTURE HAS FLOOR SPACE MEASURING
18 REPEAT 18 BY 36 REPEAT 36 METERS. THE THREE STRUCTURES
CAN BE JOINED, FORMING PAVILION 36 REPEAT 36 METERS BY
54 REPEAT 54 METERS, FOR TOTAL OF 1,944 SQUARE METERS.

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B. AGENT SAID THAT STRUCTURE COULD BE ERECTED IN

FOUR WEEKS TIME. HE DID REQUEST EMBASSY HELP IN CLEARING STRUCTURE THROUGH PORT BECAUSE OF CONGESTION PROBLEMS. EMBASSY WOULD PROVIDE ASSISTANCE TO EXTENT OF ABILITY TO BE HELPFUL.

C. AGENT STATED THAT HE IS WILLING TO PUT UP STRUCTURE, INCLUDING PAD AND AIR CONDITIONING, ON CORPS OF ENGINEERS (COE) SITE AT COST OF SR 1,200 PER SQUARE METER. MARWAN BARQ ALSO SAID HE WOULD BE WILLING TO SELL STRUCTURE TO COE AFTER CLOSE OF TRADE FAIR.

D. THIS INFO WAS COMMUNICATED TO COE WITH UNDERSTANDING THAT BARQ WOULD CONTACT COE FOR SITE INVESTIGATION AND REVIEW OF STRUCTURE'S SPECIFICATION. THIS HAS NOT BEEN COMPLETED. HOWEVER, PROSPECTS THAT AGREEMENT MIGHT BE REACHED BETWEEN AGENT AND COE ARE GOOD SINCE AGENT'S PROPOSAL SEEMS TO COINCIDE WITH COE LETTER OF UNDERSTANDING.

4. ACTION REQUESTED- EMBASSY INFORMED THAT OFFICIALS OF IRVIN INDUSTRIES, INC., ARE TRAVELING TO SAUDI ARABIA LATTER PART OF JANUARY. EMBASSY REQUESTS THAT CAGNE APPROACH FIRM TO ASCERTAIN IF IRVIN INTERESTED IN BEING "FORTHCOMING" WITH RESPECT TO PROPOSED TRADE FAIR AND WOULD "FACILITATE" GETTING STRUCTURE IN PLACE UNDER PRESENT TIME CONSTRAINTS.

5. ACTION PENDING-EMBASSY WILL REPORT CONCLUSIONS OF MEETING BETWEEN IRVIN AGENT, MARWAN BARQ, AND COE WHENEVER DISCUSSIONS ARE COMPLETED.

6. COMMENT-EMBASSY FIRST RAISED POSSIBILITY OF SOLVING PAVILION PROBLEM BY USING IRVIN AIR-SUPPORTED STRUCTURE FOR BUILDING MATERIALS AND CONSTRUCTION EQUIPMENT TRADE FAIR IN JIDDA 3949 OF JUNE 3, 1975. EMBASSY RECOLLECTION IS THAT RTDO LEFEAVER MADE STRONG ARGUMENT FOR SUCH STRUCTURE DURING MCCAULEY/DANIELS/EBLAN TELCON OF NOVEMBER 19, 1975. EMBASSY HAS NO RECORD OF ANY CAGNE REPLY TO SUGGESTIONS CONCERNING POSSIBLE USE OF AIR-SUPPORTED STRUCTURE PRIOR TO TELCON OF JANUARY 6, 1976.

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